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MONTANA REAL ESTATE REVIEW

AN OFFICIAL PUBLICATION OF THE MONTANA BOARD OF REAL ESTATE

Volume 1 — No. 3 | Helena, Montana 59601 | Published Quarterly

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Below are two articles pertaining to land-use controls in Montana. The first article is a synopsis of a resolution adopted by the Montana Association of Realtors, which was published September 20, 1973, in the **Great Falls Tribune.** The second is a partital printing of an interview conducted by Jim DeWolf, of the **Bozeman Daily Chronicle,** with Mr. Rick Mayfield, Director of the Gallatin city-county planning department. Excluded from this Chronicle re-print is information which pertained only to Gallatin county residents.

Mr. Mayfield would like to clarify that his displeasure in the state subdivision laws is with the State Department of Health, and not with the State Division of Planning and Economic Development.

These articles are re-printed solely for information of our readers. Neither article necessarily represents the views of this board or any of its members.

REALTORS REACT AGAINST LAND-USE CONTROLS

HELENA (AP) — The Montana Association of Realtors adopted a resolution Wednesday rejecting land-use controls proposed by the state under a new subdivision law that came from the 1973 legislature.

The realtors, meeting in Helena, said a study of the issue indicates the proposed regulations will interfere with the free-enterprise system and will violate individual property rights, will increase unemployment and deter economic development and will restrict the quantity and variety of housing available in Montana.

The resolution said the proposals also will increase the cost of land and will increase the cost of developing land "so as to limit the ability of the small Montana landowner to develop his property . . ." The resolution said the regulations would leave land development open only to "large multi-state firms with vast financial resources. . . ."

The resolution said the Realtors would support land-use legislation and regulations which insure that subdivisions provide for transportation, sanitation and water facilities.

The Realtors said they would embark on a "comprehensive program of education of the public on the defects and shortcomings of land-use laws and proposed regulations."

The State Department of Intergovernmental Relations announced earlier this month regulations for subdivisions that would provide for the screening of land-development plans at the county, state and federal levels. The subdivision law that passed the legislature was enacted to control all land developments of two or more parcels of 10 acres or less and was drafted when Montana land was being offered for sale even in Guam.

The proposed regulations must be the subject of public hearings.

The state has until Dec. 31 to adopt minimum regulations for subdivisions. After July 1, 1974, all subdividers in Montana will be required to meet whatever minimum standards are adopted.

MAYFIELD TAKES LOOK AT SUBDIVISION LAWS

By JIM DeWOLF
Chronicle Staff Writer

The job of the city-county planning department is being complicated by the inadequacies of state subdivision laws according to department head Rick Mayfield.

Mayfield noted the legislature has passed two new subdivision laws. One requires counties to require more comprehensive environmental assessments of subdivisions and the other requires the state department of health to rewrite is subdivision regulations.

Mayfield said, "Earlier this year I and several other people from Gallatin County were invited to sit on an advisory panel in Helena which was supposed to draft new state subdivision regulations.

"When we got there the director of the water quality bureau, who was in charge of the meeting, had already made the corrections. They were penciled in over the old regulations. As far as I could see the proposed revisions are not what the state needs."

Mayfield said he objected to the directors revisions of the regulations at the meeting and has since been informed the state is still trying to write new subdivision regulations. He said, "The only ones at the meeting who could understand what I was saying were the ones from Gallatin County. The state needs to outline exactly what is required.

"What happens now is that money talks. A developer meets the county requirements and then goes to the state and finds out that his subdivision can't meet sanitation requirements. What usually happens is that by then the developer has invested $10,000 in the project and the Department of Health feels compassion for him, so it finds some way to approve the project.

"In the past we have seen this lead to the approval of subdivisions that have been said to have negative impacts in their environmental assessment statements."

Mayfield pointed out the solution is to develop a set of state subdivision standards. He said, "The revisions that were suggested by the director would not solve the problem. From what I can see they would still leave approval open to arbitrary and political decisions. What we need are standards that will tell a developer where he stands with the state right away.

"If the state sets a water table maximum for subdivisions, a developer would know almost right away if he could meet it. If not, he would be able to walk away from the project before he has a large investment in it."

Mayfield said that on the county level, subdivision activity has dropped off since the new subdivision law went into effect. "We had a rash of them in June when developers were trying to beat the new laws. Now we are waiting for the state to formulate new county regulations.

"I don't think we will have more than a half dozen before the end of the year."

DEPARTMENT OF PROFESSIONAL STATE OF MONTANA & OCCUPATIONAL LICENSING BOARD OF REAL ESTATE

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Broker-Salesman Relationship

When a broker employs a new salesman, he is taking on a big responsibility. The broker is legally responsible for the actions of his salesman. His finances, his reputation and even his license could be jeopardized by the misconduct of a salesman.

Because to the client, the salesman "is the company", the broker must train and supervise a new salesman so that he or she will represent the broker in a proper way.

Unless a new salesman is given the proper training assistance and supervision, he is not likely to be very successful and could create problems for the broker, instead of commissions.

It is also a good idea for the broker to have a written contract with his salesman, so the salesman will know where he or she stands and what is expected of them. Some provisions should also be made in this agreement covering all aspects of the termination of employment, should one occur.

The best way to avoid disputes is to have a clear understanding of the rights of each party.
Signed,

James A. Burgess, Realtor
Member, Board of Real Estate

July 30, 1973

Montana Board of Real Estate
Helena, Montana 59601

You ask for comments in the recent Montana Real Estate Review. You may not like these, but you should know the truth. The persons you have licensed to sell real estate are ill equipt to make a living. Your examinations force them to spend most of their time studying mortgages, interest, etc.

As a selling broker, I seldom encounter a question on interest and if I do, I can reach for a free book or the calculator. Either will answer any such questions. All my sales are closed by a title company and this eliminates the need for a knowledge of the subject.

How many of the young salesmen and women continue in the business and make a living? I believe there are very few, for any broker will tell you if he is honest enough to admit it, it takes him a year or more after they are licensed to train a person, before they can make a living. A lot of them fall out for they haven't that certain something it takes to sell land.

The only way this problem can be resolved is to permit brokers to hire and train their salespeople as apprentices for a year as most progressive states now do. Then you should change the questions to practical subjects and we would have sales persons who could list, property, know the laws, know the State and area and could make a living selling without cutting all the corners.

A large share of any brokers business in our state now, is selling to out of state clients. I learned long ago one must first sell them on our state and area. Then find a place that fits their finances and families. This is the most important part of a sale. Of the hundreds of places I have sold, I have had but one repossessed. You should stress the importance of never over-selling a client. Repossessions hurt everyone concerned.

Your exams should contain more questions on listing property for this is over half a beginning salespersons work. They should know more about legal descriptions of land, easements, surveys, water, oil and mineral rights, subdivision and tax laws, etc. These are the important subjects the salespersons learn in a good brokers office.

Sincerely,
Charles K. Green
Brokers License #B-358

According to the vast majority of the candidates examined, the current testing procedure is a valid, constructive tool in surveying the applicants knowledge of the real estate field today. This test is not a gauge for memory, but for aptitude, and thus examines the practical application of the Licensing Act to a provided factual situation.

We feel that, at no time in the past, have the candidates for licensure had more opportunities to prepare themselves for a career in real estate. Universities are now offering degrees in this subject; junior colleges, commercial colleges, vocational technical schools, as well as correspondence and private schools have developed courses in this field. The serious individual has many tools at his disposal to enhance his or her knowledge of this profession.

The "newcomer" in real estate is not this Board's predominant worry, for he is well equipped with knowledge of the current trends, laws, rules, and regulations governing his profession, and generally applies them well to his or her work. The licensee who has neglected to continue with and update his education or has become complacent with years **"of experience"** is the Board's biggest headache and the professions worst enemy. It is the "I now have a license, and am **forever** qualified" individual that is generating the majority of complaints to this agency.

The Board of Real Estate cannot test an individual's ability to earn a living in this profession. For the most part, the **sponsoring broker** is the determining factor in the earning ability of his or her associates. Proper guidance and direction, through education, will equal a successful salesman.

Sincerely,
Matt Brown, Administrator

IN MEMORIAM

Your Board members and staff record with sorrow the deaths of the following licensees and extend our sympathies to their associates and to the families concerned.

W. A. MITCHELL
Miles City

BERNARD N. "BUD" AVERY
Bigfork

CAROL A. BRANNAMAN
Whitehall

HI, NEIGHBOR!

Mrs. Becky Mattson, broker, Lakeside, Montana, has led the way in the establishment of National Next Door Neighbor's Day. Through her concerted efforts, and with the help of civic organizations, the state legislature, Governor Judge, Representative Shoup, and Senator Mansfield, President Richard Nixon proclaimed the fourth Sunday in September of each year as "National Next Door Neighbor Day".

Mrs. Mattson stated this day is one designed to honor the friends who are next door neighbors, to recognize the heart warming help which always seems to appear when a family encounters difficulties. She calls it a "day of love and appreciation that sustains the will to live, to exercise brotherly love, cooperation in the building of new communities and a happier life quality. The responsibility for a peaceful acceptance, appreciation and understanding of differences must be directed to the individual and his neighbor. Its understanding and acceptance must grow from day to day, neighbor to neighbor, generation to generation, nation to nation."

In addition, she stated, "I think it's wonderful that many real estate brokers have taken the time to acquaint newcomers with their neighbors. The broker is usually the very first contact that a stranger makes in a new town and the impression he or she makes on the stranger will no doubt be a lasting one.

Montana has now begun a happy new tradition of appreciation. . . . National Next Door Neighbor Day could help make 200 million Americans more concerned about the man next door. Let's all take 'one small step' here on earth and begin a new age of caring. We can change a cold society to a warm one."

We are sure this day has the support of all licensees, and hopefully the entire populous of this nation.

Congratulations Becky!

YOU'LL BE SORRY . . .

if you fail to send your renewal in before December 31.

If your renewal application is not post-marked before midnight, December 31, 1973, you will have to take the examination and re-apply for your license.

Robert McCormick

CONGRATULATIONS BOB AND ARNET

REALTOR Robert McCormick was named REALTOR OF THE YEAR, the highest honor bestowed upon a Montana REALTOR, at the recent convention, at the Colonial Hilton in Helena, of the MONTANA ASSOCIATION OF REALTORS. Mr. McCormick is well known in his area for a total involveement in local and civic affairs and his fair representation to his clients. REALTOR McCormick will attend the annual convention of the NATIONAL ASSOCIATION OF REALTORS in Washington, D. C. He will be honored there at the Awards Luncheon by Mr. J. D. Sawyer, President of the NATIONAL ASSOCIATION OF REALTORS.

In addition, Mr. Arnet Smedsrud, salesman, associated with Conrad Real Estate Agency, Conrad, Montana, was honored as SALESMAN OF THE YEAR.

Congratulations gentlemen! They were well deserved honors.

1973 CONVENTION NOTES

Thanks to Len Miller, Realtor, and his hard working associates. 300 plus licensees and association members were provided with a wealth of educational material, not often available in this state.

The convention theme of "Education" certainly reflects an awareness by the industry that knowledge is the vehicle in a growing, vibrant and vital industry.

NEW BROKERS

January-September, 1973

Lloyd A. Andersen—Great Falls
Michael H. Chandler—Missoula
Darryl G. Christianson—Billings
Michael Coolidge—Billings
Richard T. Dunsmoor—Idaho Falls, ID
Jerry R. Ellis—Worden
James V. Lovell—Missoula
Alex McDermott—Helena
Harold D. Peterson—Great Falls
Margaret M. Reynolds—Helena
John A. Dowdall—Helena
Anella W. Aemisegger—Kalispell
A. Lee Buckland—Helena
George W. Bungay—Kalispell
Gerald C. Burkhart—Nederland, CO
Eldon R. Caster—Missoula
Frank C. Radice—Bigfork
Norma R. Freeburg—Helena
Robert J. Garrett—Helena
Gerald L. Hagfeldt—Great Falls
Floyd Hamilton—Livingston
Donald J. Heath—Bozeman
Edgar W. Hurd—Great Falls
Robert D. Larson—Bozeman
Loralei McGuire—Bozeman
Victor B. Neet—Denver, CO
Jack J. Oliver—Havre
Jack Rosenthal—Bozeman
Walter S. Seltzer—Great Falls
Duwayne E. Simard—Bozeman
Ira M. Sumner—Whitehall
Loretta A. Wicks—Billings
Dan L. Averill—Bigfork
Sandra E. Baden—Kalispell
Gary K. Hanson—Kalispell
Paul D. Lytle—Bozeman
James C. Pomeroy—Great Falls
Peter W. Putzier—Whitefish
James E. Schilling—Billings
William G. Britzius—Great Falls
Leslie H. Crosswhite—Rapid City, SD
John W. Myers—Great Falls
Robert L. Niles—Billings
George W. Richmond—
Hayden Lake, ID
Leonard O. Senechal—Lolo
Leeland R. St. John—Huson
Jack W. Thibodeau—Milltown
Peter R. Thompson—Newport, MN
William M. Edgar—Glendive
John V. Rens—Sylmar, CA
Edward F. Strachota—Big Sky
Gene R. Brownell—Littleton, CO
Raymond G. Carkeek—
W. Yellowstone
James A. Cochrane—Big Timber
Tom Curran—Sun Valley, ID
Virgil S. Emery—Sun Valley, ID
Lia V. Greitl—Dillon
John R. Lair—Red Lodge
Bruce L. Qualley—Billings
Anvil R. Summers—Hamilton
Paul W. Tanner—Billings

61 Brokers have passed from January to September, 1973

YESSSS SIR!

Bjorn Secher, President of the Bjorn Secher Foundation, speaks to a captivated convention, pool side audience, on the theme "Think Again, and Grow Richer."

EXAMINATION SCHEDULE 1974

Examination Date	Due Date for Applications
Jan. 26 1974	Dec. 3 1973
Feb. 23 1974	Jan. 4 1974
Mar. 23 1974	Feb. 1 1974
April 27 1974	March 1 1974
May 25 1974	April 1 1974
June 29 1974	May 1 1974
July 27 1974	June 3 1974
Aug. 24 1974	July 1 1974
Sept. 21 1974	Aug. 1 1974
Oct. 26 1974	Sept. 2 1974
Nov. 23 1974	Oct. 1 1974

All applications must be in the Board office on the deadline date. The number of applicants who will be allowed to sit in an yone examination shall be limited to 200. The first 200 applicants shall be scheduled accordingly. Those applications received **after** the deadline date **or** in excess of the 200 cut-off figure, shall be scheduled for the next succeeding examination. All unsuccessful examinees shall be scheduled 60 days after initial failure, and thereafter, if again unsuccessful, subject to the six (6) month waiting requirement in accordance with the provisions of Section 66-1930, R.C.M. 1947, as amended. Applications for examination may be secured from the Montana Board of Real Estate, LaLonde Building, 42½ No. Main, Helena, Montana.

RENEWAL NOTICES TO BE SENT TO LICENEES IN NOVEMBER

December 31st is the deadline for renewal of licenses for the year 1974. Renewal applications will be forwarded to all brokers and salesmen (also in-actives) the first week in November, giving almost two months in which to renew your license. IT IS YOUR RESPONSIBILITY TO RENEW YOUR LICENSE ON TIME! If you fail to receive your renewal application please contact this office.

Any licensee who fails to renew by the deadline (December 31st) will be required to submit a new original application and take another written examination before reinstatement of the license can be granted. REMEMBER—THERE IS NO GRACE PERIOD!

RENEWAL APPLICATION TIPS

1. Answer all questions.
2. Brokers must sign voucher for employment on all salesmens applications.
3. All address changes for brokers; and salesmen who are changing their employment must be accompanied by an extra $5.00 fee.
4. Please remit the proper fee.

Last year the Board received, with the renewals, a few checks which were returned by the banks marked "NSF" or "Account Closed". Before writing your check, be sure it is drawn on an active account and that you have adequate funds to cover it. Submitting a "bad check" may be an indication to the Board of incompetency or untrustworthiness of the part of the applicant.

If you intend to be active or wish to keep your license in full force and effect during the coming year, it is suggested that you attend to the matter of renewal immediately.

IT IS YOUR RESPONSIBILITY TO RENEW IN TIME!

IT IS REQUESTED THAT ACTIVE BROKERS INCLUDE ALL THEIR SALESMEN AND APPROPRIATE FEES UNDER ONE MAILING COVER!

Patti Robinson, Office Manager,
Montana Board of Real Estate

MISS MONTANA pictured above is the reigning Miss Montana, Debbie Reber, and her father, Paul Reber, a real estate broker in Helena. Debbie was one of the seven non-finalists to receive a $1000 scholarship for her talent in the recent Miss America pageant held in Atlantic City. Our congratulations to Debbie!

THANKS

The Montana Board of Real Estate wishes to thank all real estate licensees for their cooperation, kindness and understanding of our problems. We have tried to understand your problems during the past year, and feel that we have taken major steps toward proper recognition of brokers and salesmen and generally toward professionalization of the real estate industry. We will endeavor to continue to improve the real estate industry to the best of our ability. Any suggestions regarding future improvements or changes will be appreciated.

In our efforts to discourage unethical licensees and illegal transactions, this agency has made numerous investigations within the past year. We plan to visit each Montana office sometime in the future, and hope that you will cooperate with our investigators. In accordance with the proverb, "an ounce of prevention is worth a pound of cure", we feel that the prospect of a visit by our investigators might forestall a potential violation.

As the next publication of the "Real Estae Review" will not be out until next year, the Board members and staff want to thank you for your past cooperation. We wish you a healthful and productive 1974.
Sincerely,

Cliff Christian, Patti Robinson,
Matt Brown, Ed Sheehy

ANALYSIS—June 23, 1973 BROKER EXAMINATION

SURVEY

1. 22 broker applicants were registered
   12 broker applicants were tested
2. 11 broker applicants filled out the survey to some extent
3. The youngest taking the exam was 28
   The oldest taking the exam was 52
4. There were:
   2 applicants between the ages of 28-30
   3 applicants between the ages of 31-40
   7 applicants between the ages of 41-52
5. The average broker applicant age was 38
6. There were 9 male applicants
   There were 2 female applicants
7. General Education:
   High School diploma 4
   Some college 7
8. 9 applicants had some type of formal real estate education
9. Do you think this examination was comprehensive?
   Yes 100%
   Do you think this examination was fair?
   Yes 67% No. 33%
   Do you think the subject matter was adequately tested?
   Yes 100%
   Were the directions easily understandable?
   Yes 89% No 11%
10. Number of times applicant has taken exam:
    First time—3
    Second time—6
    Fourth time—2
11. Of those not taking a pre-exam course 2
    0 passed
    1 failed 100% failure

STRUCTURED PRE-EXAM COURSES

Pre-Licensure Workshop (Carroll College) 7
71% passed
29% failed

Real Estate Institute 3
67% passed
33% failed

Other 1
0 passed
1 failed 100% failure

TOTAL PERCENTAGE OF ALL CANDIDATES EXAMINED
25% passeed (8)
75% failed (4)

BREAKDOWN BY SECTION
of those failing the exam 4
27% failed the first section (0)
9% failed the second section (1)
18% failed the third section (2)
46% failed the fourth section (0)

ANALYSIS—June 23, 1973 SALESMAN EXAMINATION

SURVEY

1. 160 Salesmen applicants were registered
   106 Salesmen applicants were tested
2. 106 Salesmen applicants filled out the survey to some extent
3. The youngest salesman applicant was 18
   The oldest salesman applicant was 68
4. There were:
   6 applicants between the ages of 18-20
   32 applicants between the ages of 21-30
   29 applicants between the ages of 31-40
   19 applicants between the ages of 41-50
   16 applicants between the ages of 51-60
   4 applicants between the ages of 61-68
5. The average salesman age is 37
6. There were 74 male applicants
   There were 31 female applicants
   Some high school 1
   High school diploma 36
   Some college 68
   College degree 1
8. 92 applicants had some type of formal real estate education
9. Do you think this exeamination was comprehensive?
   Yes 93% No. 7%
   Do you think this examination was fair?
   Yes 87% No. 13%
   Do you think the subject matter was adequately tested?
   Yes 82% No. 18%
   Were the directions easily understandable?
   Yes 88% No. 12%
10. Of those not taking a pre-exam course 5
    80% passed (4)
    20% failed (1)

STRUCTURED PRE-EXAM COURSES

Pre-Liceensure Workshop (Carroll College) 46
48% passed (22)
52% failed (24)

Real Estate Institute 25
40% passed (10)
60% failed (15)

U of M Corresepondence Course 6
83% passed (5)
17% failed (1)

Other 26
31% passed (8)
69% failed (18)

TOTAL PERCENTAGE OF ALL CANDIDATES EXAMINED
43% passed (46)
57% failed (60)

BREAKDOWN BY SECTION
of those salesmen failing the exam 60
40% failed the first Section (24)
60% failed the second Section (36)
52% failed the third Section (31)

ANALYSIS—July 21, 1973 SALESMAN EXAMINATION

SURVEY

1. 128 salesmen applicants were registered
   103 salesmen applicants were tested
2. 98 salesmen applicants filled out the survey to some extent
3. The youngest salesman taking exam was 18
   The oldest salesman taking exam was 70
4. There were:
   2 applicants between the ages of 18-20
   25 applicants between the ages of 21-30
   24 applicants between the ages of 31-40
   30 applicants between the ages of 41-50
   12 applicants between the ages of 51-60
   4 applicants between the ages of 61-70
5. The average salesman age is 37
6. There were 68 male applicants
   There were 30 female applicants

7. General Education:
   Some high school—2
   High school diploma—27
   Some college—69
8. 83 applicants had some type of formal real estate education
9. Do you think this examination was comprehensive?
   Yes 88% No 22%
   Do you think this examination was fair?
   Yes 86% No 24%
   Do you think the subject matter was adequately tested?
   Yes 80% Uo 20%
   Were the directions easily understandable?
   Yes 97% No 3%
10. Of those not taking a pre-exam course 14
    64% passed
    36% failed

STRUCTURED PRE-EXAM COURSES

Pre-Licensure Workshop (Carroll College) 43
63% passed
37% failed

Real Estate Institute 24
63% passed
37% failed

U of M Correspondence Course 11
73% passed
27% failed

Other 20
70% passed
30% failed

TOTAL PERCENTAGE OF ALL CANDIDATES EXAMINED
67% passed (69)
33% failed (34)

BREAKDOWN BY SECTION
of those salesmen failing the exam 34
88% failed the first section
73% failed the second section
53% failed the third section

ANALYSIS—July 21, 1973 BROKER EXAMINATION SURVEY

1. 41 broker applicants were registered
   33 broker applicants were tested
2. 31 broker applicants filled out the survey to some extent
3. The youngest taking the exam was 24
   The oldest taking the exam was 62
4. There were:
   4 applicants between the ages of 24-30
   8 applicants between the ages of 31-40
   8 applicants between the ages of 41-50
   11 applicants between the ages of 51-62
5. The average broker applicant age was 44
6. There were 25 male applicants
   There were 6 female applicants
7. General Education:
   High School Diploma—9
   Some College—22
8. 28 applicants had some type of formal real estate education
9. Do you think this examination was comprehensive?
   Yes 100%
   Do you think this examination was fair?
   Yes 77% No 23%
   Do you think the subject matter was adequately tested?
   Yes 96% No 4%
   Were the directions easily understandable?
   Yes 95% No 5%
10. Number of times applicant has taken exam:
    First time—18
    Second time—9
    Third time—3
    Fourth time—1
11. Og those not taking a pre-exam course 3
    67% passed
    33% failed

STRUCTURED PRE-EXAM COURSES

Pre-Licensure Workshop (Carroll College(..... 18
55% passed
45% failed

Real Estate Institute 7
57% passed
43% failed

Other 5
80% passed
20% failed

G.R.I. 5
60% passed
40% failed

TOTAL PERCENTAGE OF ALL CANDIDATES EXAMINED:
60.6% passed (20)
39.4% failed (13)

BREAKDOWN BY SECTION
of those failing the exam 13
15% failed the first section (2)
62% failed the second section (8)
23% failed the third section (3)
54% failed the fourth section (7)

ANALYSIS—August 25, 1973 BROKER EXAMINATION SURVEY

1. 16 broker applicants were registered
   9 broker applicants were tested.
2. 9 broker applicants filled out the survey to some extent
3. The youngest taking the exam was 26
   The oldest taking the exam was 46
4. There were:
   1 applicants between the ages of 26-30
   2 applicants between the ages of 31-40
   5 applicants between the ages of 41-50
5. The average broker age was 41
6. There were 7 male applicants
   There were 2 female applicants
7. General Education:
   High school diploma—3
   Some College—6
8. 9 applicants had some type of formal real estate education
9. Do you think this examination was comprehensive?
   Yes 100%
   Do you think this examination was fair?
   Yes 88% No 12%
   Do you think the subject matter was adequately tested?
   Yes 100%
   Were the directions easily understandable?
   Yes 100%
10. Number of times applicant has taken exam:
    First time—7
    Second time—2
11. Of those not taking a pre-exam course 0

STRUCTURED PRE-EXAM COURSES

Pre-Licensure Workshop (Carroll College) 4
50% passed
50% failed

Real Estate Institute 2
0% passed
100% failed

University of Montana 3
0% passed
100% failed

Other 2
50% passed
50% failed

TOTAL PERCENTAGE OF ALL CANDIDATES EXAMINED
33% passed
67% failed

BREAKDOWN BY SECTION
of those failing the eexam 6
33% failed the first section (2)
16% failed the second section (1)
82% failed the third section (5)
16% failed the fourth section (1)

ANALYSIS—August 25, 1973 SALESMAN EXAMINATION SURVEY

1. 93 salesmen applicants were registered
   72 salesmen applicants were tested
2. 71 salesmen applicants filled out the survey to some extent
3. The youngest salesman taking exam was 19
   The oldest salesman taxing exam was 60
4. There were:
   2 applicants between the ages of 19-20
   23 applicants between the ages of 21-30
   12 applicants between the ages of 31-40
   12 applicants between the ages of 41-50
   8 applicants between the ages of 51-50
5. The average salesman age is 36
6. There were 37 male applicants
   Therewere 22 female applicants
7. General Education:
   High school diploma—26
   Some college—35
8. 57 applicants had some type of formal real estate education
9. Do you think this examination was comprehensive?
   Yes 92% No 8%
   Do you think this examination was fair?
   Yes 90% No 10%
   Do you think the subject matter was adequately tested?
   Yes 92% No 8%
   Were the directions easily understandable?
   Yes 89% No 11%
10. Number of times applicant has taken exam:
    First time—41
    Second time—19
    Hhird time—2
    Fourth time—1
11. Of those not taking a pre-exam course 8

STRUCTURED PRE-EXAM COURSES

Pre-Licensure Workshop (Carroll College) 26
65% passed
35% failed

Real Estate Institute 4
75% passed
25% failed

U of M Correspondence Course 3
67% passed
33% failed

Llewellyn Course 6
50% passed
50% failed

Bud Hansen Seminar 3
67% passed
33% failed

Missoula Vo-Tech 5
60% passed
40% failed

Other 3
67% passed
33% failed

TOTAL PERCENTAGE OF ALL CANDIDATES EXAMINED
56% passed
44% failede

BREAKDOWN BY SECTION
of those failing the exam 32
59% failed the first section (19
56% failed the second section (18)
38% failed the third section (12)

ANALYSIS—September 22, 1973 BROKER EXAMINATION SURVEY

1. 19 broker applicants were registered
   15 broker applicants were tested
2. 15 broker applicants filled out the surveey to some extent
3. The youngest broker applicant was 25
   The oldest broker applicant was 55
4. There were:
   3 applicants between the ages of 25-30
   2 applicants between the ages of 31-40
   7 applicants between the ages of 41-50
   3 applicants between the ages of 51-55
5. The average broker age is 42
6. There were 13 male applicants
   There were 2 female applicants
7. General Education:
   High school diploma—4
   Some college—6
   College degree—5
8. 13 applicants had some type of formal real estate education
9. Do you think this examination was comprehensive?
   Yes 79% No 21%
   Do you think this examination was fair?
   Yes 86% No 14%
   Do you think the subject matter was adequately tested?
   Yes 81% No 19%
   Were the directions easily understandable?
   Yes 92% No 8%
10. Number of times applicant has taken exam:
    First time—9
    Second time—6
11. Of those not taking a pre-exam course 2
    100% passed
    0% failed

STRUCTURED PRE-EXAM COURSES

Pre-Licensure Workshop (Carroll College) 5
60% passed
40% failed

Real Estate Institute 7
71% passede
29% failed

Others (U of M—GRI—Lumbleu) 5
20% passede
80% failed

TOTAL PERCENTAGE OF ALL CANDIDATES EXAMINED
67% passeed (10)
33% failed (5)

BREAKDOWN BY SECTION
of those failing the exam 5
80% failed the first section
40% failed the second section
40% failed the third section
60% failed the fourth section

ANALYSIS—September , 1973 SALESMAN EXAMINATION SURVEY

1. 124 Salesmen applicants were registered
   88 Salesmen applicants were tested
2. 82 Salesmen applicants filled out the survey to some extent
3. The youngest salesman taking exam was 20
   The oldest salesman taking exam was 63
4. There were:
   2 applicants age 20
   31 applicants between the ages of 21-30
   22 applicants between the ages of 31-40
   13 applicants between the ages of 41-50
   3 applicants between the ages of 51-60
5. The average salesman age is 32
6. There were 58 male applicants
   There were 28 female applicants
7. General Education:
   Some high school—1
   High school diploma—22
   Some college—24
   College degree—35
8. 68 applicants had some type of formal real estate education
9. Do you think this examination was comprehensive?
   Yes 88% No 12%
   Do you think the examination was fair?
   Yes 82% No 18%
   Do you think the subject was adequately tested?
   Yes 82% No 18%
   Were the directions easily understandable?
   Yes 90% No 10%
10. Number of times applicant has taken exam:
    First time—55
    Second time—15
    Third time—6
    Fourth time—3
    Fifth time—1
11. Of those not taking a pre-exam course 14
    70% passed
    30% failed

STRUCTURED PRE-EXAM COURSES

Pre-Licensure Workshop (Carroll College) 37
70% passed
30% failed

Real Estate Institute 18
56% passed
44% failed

Home Center Realty 13
39% passed
61% failed

Others (Missoula Bus. College—M.A.I. 4
100% passed
0% failed

TOTAL PERCENTAGE OF ALL CANDIDATES EXAMINED
65% passed (57)
35% failed (31)

BREAKDOWN BY SECTION
of those failing the exam 24
25% failed the first section (6)
58% failed the second section (14)
67% failed the third section (16)

Montana Board of Real Estate
Lalonde Building
Helena, Montana 59601

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